

## Message Text

UNCLASSIFIED

PAGE 01 DAMASC 03651 110658Z  
ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 USIA-15 /033 W  
-----110954Z 034305 /10

R 110635Z JUN 77  
FM AMEMBASSY DAMASCUS  
TO AMEMBASSY LONDON  
INFO SECSTATE WASHDC 3452  
USDOC WASHDC

UNCLAS DAMASCUS 3651

FOR COMMERCIAL OFFICER AND US TRADE CENTER

E.O. 11652: N/A  
TAGS: BEXP, SY  
SUBJECT: DAMASCUS INTERNATIONAL FAIR

1. PLEASE PASS FOLLWOING MESSAGE TO MR. MIKE AYRES, DIS-  
TRIBUTOR SALES MANAGER, CENTRONICS DATA COMPUTER (UK)  
LTD., ROYAL CREST HOUSE 22/26 UPPER MULGRAVE ROAD, CHEAM,  
SURREY, TEL: 01/643-0821X. FIRM IS CONSIDERING PARTICIPATION  
IN US PAVILION, DAMASCUS INTERNATIONAL FAIR (JULY 25-AUG 29),  
AND WE NEED ITS RESPONSE ASAP.

2. BEGIN MESSAGE: "THANK YOU FOR LETTER OF 30 MAY. FOLLOWING  
FIRMS HAVE PAID OR VERBALLY COMMITED THEMSELVES TO EXHIBIT  
IN US PAVILION: DOW CHEMICAL, CLARKE-GRAVELY, FOXBORO-  
UNIVERSAL OVEN, EXTRACORPOREAL, CUMMINS ENGINE, TELEDYNE,  
SNAP-ON TOOLS, ONAN ENGINEERING, HORIZON HOUSE,  
(REPRESENTING INTERTEL EXPO 77 ATLANTA, GA), BERNARD FAY  
ASSOCIATES, POWER CURBER INTERNATIONAL, INGERSOLL-RAND,  
APPLIED POWER, WHITE FARM INTERNATIONAL, CATERPILLAR, JOHN  
DEERE, GENERAL MOTORS, J.I. CASE, AND DMH.  
ABOUT A DOZEN OTHER FIRMS HAVE EXPRESSED INTERESTS (INCLUDING  
IBM & NCR) AND WE AWAIT THEIR DECISION TO EXHIBIT. WE ARE  
MOST INTERESTED IN GETTING EDP-RELATED FIRMS INTO THE PAVILION  
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THIS YEAR. EMBASSY HAS RATED COMPUTERS AND COMPUTER-RELATED  
GOODS AND SERVICES AS NUMBER ONE BEST PROSPECT FOR SALES IN  
SYRIA IN FY 79. DEPARTMENT OF COMMERCE IS SENDING  
EDP TECHNICAL TEAM TO SYRIA IN FALL TO CONDUCT TECHNICAL  
SEMINARS IN ORDER TO STIMULATE GROWTH OF LOCAL  
MARKET FOR US EDP SUPPLIERS. WE THINK CENTRONICS WOULD  
PROFIT BY EXHIBITION IN DAMASCUS FAIR AND WE LOOK FORWARD

TO YOUR AFFIRMATIVE DECISION. /S/ MICHAEL DAVIS,  
COMMERCIAL OFFICER. PELLETREAU

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Litigation History:**  
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**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
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**SAS ID:** 2186217  
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**Subject:** DAMASCUS INTERNATIONAL FAIR  
**TAGS:** BEXP, SY  
**To:** LONDON  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009